

**SBA LENDER AWARDS**  
**Fiscal Year 2012**  
**San Diego District Office**

**Special San Diego District Awards**

**Advocacy Award**

*for his Accomplishments & Sustained Commitment in helping Small Businesses Achieve Success*

*Steven W. Doss, Vice President and Regional Manager, Wells Fargo Bank*

The San Diego District Office "Advocacy Award", honors an individual or organization that has made a significant contribution to the San Diego small business community.

Mr. Steve Doss, Vice President and Regional Manager of Wells Fargo Bank's SBA lending division for the San Diego, Santa Ana, and Los Angeles districts, since 2005, has led Wells Fargo Bank to be the number one SBA lender in the State of California. In the San Diego district alone, Steve's leadership has accounted for 824 loans with a dollar value of \$217 million, which is an average of 103 loans worth \$27 million per year.

In addition to Steve's SBA lending accomplishments, he is a member of the National Association of Government Guaranteed Lenders (NAGGL); National Association of Certified Development Companies (NACDC); current board member for the San Diego CDC Small Business Finance Corp.; a current member of the Wells Fargo Community Support Campaign for Greater Los Angeles and Orange Counties and he also does volunteer work for Special Olympics and other charitable organizations.

**Appreciation Award**

*for his Support of the San Diego District Office and It's Lending Community*

*James W. Hammersley*  
*SBA Assistant Associate Administrator*  
*Office of Field Operations*

Mr. Hammersley was appointed to his present position in October 2011. He serves as a liaison between the financial assistance programs and the SBA's 68 district offices.

Prior to his current position, he served as Deputy Assistant Administrator for Policy and Strategic Planning. In this position, he was responsible for evaluating the existing policies and programs of the Small Business Administration and seeking policy changes designed to improve program delivery. While he was in the policy office, he oversaw a complete rewrite of SBA's Standard Operating Procedures for the application and processing of Section 7(a) and Section 504 loans and headed the team that created the pooling program for 504 first mortgage loans.

Previously, Mr. Hammersley served as the Director of the Office of Loan Programs. In this position, he was responsible for loan policy development for SBA's Section 7(a) Guaranteed Business Loan Program and Section 504 Certified Development Company Loan Program. He also supervised the secondary market activities of these two loan programs.

Mr. Hammersley has a Bachelor of Science Degree in Finance from the University of Virginia and a Master of Business Administration degree from the College of William and Mary, where he was elected to Beta Gamma Sigma.

## **Special Achievement Award**

### ***San Diego Private Bank***

It is our pleasure to present the 2012 Special Achievement Award to our newest lending partner, San Diego Private Bank.

San Diego Private Bank became a SBA participating lender in March of this fiscal year. They launched an independent SBA Department in April and their first loan was approved in May. In the following four months, ending September 30, 2012, they approved a total of six high quality loans totaling \$6.3 million dollars.

San Diego Private Bank applied for "PLP Status", on August 23, 2012 and was approved on October 3, 2012, a process of only six weeks. Due to the bank's highly experienced expert SBA department and their approval of high quality loans, they attained "PLP Status" in the shortest timeframe of any lender in the history of SBA's San Diego District Office.

Congratulations and we look forward to your continued support of the small business community.

## **Top San Diego District Lenders**

(Note: The San Diego District Office serves San Diego and Imperial Counties.)

### **Vibra Bank**

#### **#1 Lending Partner Among Small Size Banks**

*for largest number & dollar volume of 7(a) loans*

### **Bank of Southern California**

#### **#1 Lending Partner Among Medium Size Banks**

*for largest number & dollar volume of 7(a) loans*

### **Wells Fargo Bank**

#### **#1 Lending Partner Among Large Size Banks**

*for largest number & dollar volume of 7(a) loans*

### **CDC Small Business Finance**

#### **#1 CDC Lending Partner**

*for largest number & dollar volume of 504 loans*

### **Bank of America**

#### **#1 Third Party 504 Lending Partner**

*for largest dollar volume of 504 loans*

### **JP Morgan Chase Bank**

#### **#1 Lending Partner Among Small Size Banks**

*for largest number & dollar volume of 7(a) loans*